

CRITICAL SUPPORT FOR FAST GROWTH

ABOUT GTUIT. [GTUIT](#) is an industry leader of well-site level associated gas processing. The company's services include innovative hydrogen sulfide removal and gas processing, which uses mobile and modular equipment to recover natural gas liquids (NGLs) and condition fuel gas. Based in Billings, Montana, with around 20 employees, GTUIT is focused on providing innovative solutions for stranded gas processing and timely manufacturing that creates value for its customers.

THE CHALLENGE. As a startup serving the oil and gas industry with an innovative new product, GTUIT's business strategy needed to be flexible and highly responsive to worldwide volatility and unpredictable market forces. The company's vision included the implementation of an adaptive quality management system to position it for expansion and growth, as well as a supply chain model for building a consistently high-quality product that is delivered on-time every time. The leadership team knew that GTUIT would need to be ISO certified in order to serve an international market. With a business model that utilizes a variety of contract manufacturers and assemblers and no hard assets, optimizing GTUIT's supply chain was absolutely critical to the company's continued success.

MEP CENTER'S ROLE. The Montana Manufacturing Extension Center (MMEC), a NIST MEP affiliate, has worked closely with the GTUIT team over the past several years as the company has grown from a small startup to an established international exporter. To support the company's objectives, MMEC initially trained GTUIT's management team on the fundamentals of ISO 9001:2008 and worked with them to develop and implement their quality management plan. With continued support from the MMEC team, GTUIT received its ISO 9001 certification within a year. The achievement had a tremendous impact on the creation and retention of GTUIT's overseas sales.

As the company grew and added jobs, MMEC brought in experts from the MEP network to provide in-depth training. The experts worked closely with GTUIT's management team on supply chain optimization, which helped to solidify a large contract with an international Fortune 500 company. GTUIT recently earned the 203rd position on *Inc.* magazine's 2016 Inc. 500 list of the fastest-growing private American companies, with a three-year revenue growth rate of 1,894 percent.

"The MEP Supply Chain Optimization program is directly applicable to our business, and is helping us quickly strengthen our competitiveness. We always get high returns on our investments of time and money with MMEC, and constantly look to the MEP system for innovation solutions that anticipate our challenges."

-Jim Haider, Co-Founder and Chief Technology Officer

RESULTS



Increased sales of
\$14,700,000



Achieved a **1,894%** growth
rate in 3 years



40 jobs added/retained



Cost of savings of **\$900,000**



2016 Inc. 500 List of Fastest-
Growing Private Companies

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